

## Solid Edge Regional Sales Executive

### Salary: Negotiable

Cutting Edge Solutions is the leading provider of Siemens PLM software in the UK and Ireland to the design, engineering and manufacturing industries. With 20 years' experience, the company has a large and varied customer base with a proven track record and reputation for supporting some of the largest engineering businesses in the UK.

Encouraged by the success of the Siemens portfolio of products (Solid Edge, NX & Teamcenter) and associated services activities, Cutting Edge is a fast-growing, professional company with a friendly work environment.

The successful candidate will be responsible for growing the Solid Edge presence in the engineering and manufacturing sectors throughout UK. The role would be ideally suited for an individual who wants to grasp the opportunity to make a name for themselves amongst a successful team of professionals.

The role will involve some account management but predominantly focused on developing, progressing and closing new Solid Edge business (software, maintenance, training, consultancy & implementation services).

For this sales position, we are looking for individuals who meet the following criteria:

- Engineering Degree qualified (preferably BEng or BSc)
- Knowledge of the engineering/manufacturing industry
- Exceptionally motivated and driven to succeed
- Strong sales skills with proven ability in new business wins
- Strong pipeline building skills
- Desire for personal development
- Proven ability to communicate effectively at all levels
- Energy and enthusiasm for establishing rapport with key decision makers
- Excellent interpersonal skills to form relationships that enable progression of sales opportunities.
- Ability to manage your time
- A full driving licence, valid in the UK

This is a fantastic opportunity to join a successful team and establish a credible sales career within the engineering software sector. Successful and driven individuals will find themselves well-rewarded.

To apply, contact Russ Dyer on 01865 981500 or email [careers@cuttingedge.co.uk](mailto:careers@cuttingedge.co.uk)